



GARY W. WILSON

Driving Success Through Strategic Leadership and Financial Excellence

CONTACT DETAILS



248.974.7385



garywwilson@email.com



4180 Crystal Rd West Bloomfield,
MI 48323

PROFESSIONAL SKILLS

- Management
- Sales and Marketing Planning
- Negotiation
- Strategic Business Partnerships
- Budgeting
- Strategic Planning
- Market Research
- Team Building
- Talent Development
- Communication
- Advertising

EDUCATION

Master of Business Administration
University of Massachusetts Lowell
2019-2022

**Bachelor of Fine Arts in Theatrical
Management and Lighting Design**
University of Detroit Mercy
1997-2001

- Graduated with Honors and recipient of the Geraldine Regal Scholarship, acknowledging academic excellence and dedication to the field of Theatrical Management and Lighting Design.

HONORS

- Nominated for Crain's Magazine 40 under 40, recognizing outstanding achievements and leadership qualities among young professionals in the industry.
- Recipient of the JPMorgan Chase Champions of Chase Award, demonstrating exceptional performance and contributions to the organization's success.

BOARDS/COMMITTEES

- Board of Directors, Downtown Youth Boxing Gym
- Cities of Service Advisory Board, Office of the Mayor, City of Detroit
- Focus Hope Development Strategy Board
- Bunker Labs Advisory Board
- JPMorgan Chase Michigan Market Leadership Team Board
- JPMorgan Chase & Co Firm Ambassador

PROFESSIONAL OBJECTIVE

Dedicated professional with a proven track record in project and team management, mortgage, and finance seeking an engaging career opportunity that leverages my energy, dedication, and leadership skills.

PROFESSIONAL PROFILE

- **Management:** Seasoned in planning and executing comprehensive sales and marketing strategies. Demonstrated proficiency in negotiation and cultivating strategic business partnerships. Equally adept in budgeting and financial management, ensuring the optimization of resources for maximum efficiency and profitability.
- **Marketing:** Proven track record of identifying and leveraging market trends to drive business growth. Skilled in assuming bottom-line responsibility for strategic planning, pricing, market research, and forecasting. Possesses a broad understanding of marketing disciplines, including research, telemarketing, promotional planning, pricing, merchandising, event planning, and advertising.
- **Team Building:** Decisive leader with a successful track record in recruiting and hiring top-tier sales teams. Experienced in talent development and creating effective training programs to enhance team performance. A persuasive communicator with polished presentation and negotiation skills, fostering cohesive and high-performing teams.

PROFESSIONAL WORK EXPERIENCE

**Vice President, Senior Branch Manager/Regional Volunteer
Leadership Group Chair | JPMorgan Chase, Southfield, MI** 2007- Current

- Lead the administration and daily operations of one of JPMorgan Chase's top 250 branches, ensuring alignment with organizational objectives across operations, lending, sales, customer service, and security.
- Drive achievement of individual and branch sales targets through strategic business development initiatives, including new client acquisition, referrals, and account retention strategies.
- Provide effective leadership, training, and supervision to branch personnel, delegating responsibilities to optimize operational efficiency and customer service delivery.
- Actively contribute to the attainment of bank and branch goals through active participation in sales campaigns and leveraging skills in client relationship management.
- Engage in community affairs to enhance the bank's visibility and cultivate new business opportunities, fostering positive relationships with key stakeholders.

Senior Banker 2005 - 2007
Quicken Loans, Livonia, MI

- Played a pivotal role as a member of the My Sensei Leadership Program, contributing to the development and mentorship of new bankers, fostering their growth and success within the organization.
- Demonstrated exceptional performance in mortgage origination, consistently originating over \$3 million in mortgages per month, showcasing strong sales and negotiation skills.
- Recognized for outstanding achievement as a Leaders Club banker, attesting to a track record of excellence and top-tier performance within the organization.